

To: Sheft, S N.
From: Campbell, Judy
Edited: 5/18/98 15:06
Subject: CTS OUTLETS

S

Hi Steve,

Per my Voice-Mail, attached is the current list of Syracuse area CTS outlets as identified 3/98 to receive promotions. As indicated in my VM, the next CTS promo (July) will not have promoted product, but will be prebooked at store level. However, I do not know how future CTS promos will be established from Winston-Salem.

Therefore, please keep in mind, when reviewing / updating attached list that future promos may be either promoted product, or prebooked product and:

1. That all outlets identified will participate in CTS promotions, and
2. Identified Direct Accounts will ship, or pack and ship, as required for these promotions.

I will need your updated list by 6/1/98 in order to include Syracuse CTS outlets for the next scheduled CTS promotion (July Winston 5-Pack prebook promotion).

CC: Smith, Richard A.

51861 6657

TO: S. SHEFT (cc: R.SMITH)

REVIEW / UPDATE THIS LIST. DO NOT REMOVE ANY ACCOUNTS. IDENTIFY ACCTS TO BE ADDED OR REMOVED IN 1ST COLUMN.
IDENTIFY ANY VAP WHOLESALER CHANGES IN 1ST COLUMN.

1622 CTS INDEPENDENT ACCOUNTS IDENTIFIED TO RECEIVE CTS PROMOTIONS

CHANGES
(A) ADD/
(D) DELETE/
(C) CHANGE
VAP WHLS

	S/REP	R/REP	RJR#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEG	SIS IND	SIS RJR VOL	AIM RJR VOL	AIM IND	VAP WHLSR	VAP WHLSR NAME
	162201	162323	797001	CIGARETTE WAREHOUSE	38 MAIN ST	SARANAG LAKE	NY	CS	500	175	0	0	177968	PETER DAY WHLSE INC
	162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	RS	565	165	111	389	177968	PETER DAY WHLSE INC
	162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	RS	1215	355	201	672	177968	PETER DAY WHLSE INC
	162201	162239	130278	BEARS DEN SMOKE SHOP	ROUTE 37	HOGANSBURG	NY	RS	445	130	259	810	177968	PETER DAY WHLSE INC
	162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	RS	575	178	337	1412	177968	PETER DAY WHLSE INC
	162201	162239	288243	BORDERLINE GROCERY	ROUTE 37	BOMBAY	NY	RS	914	254	253	726	177968	PETER DAY WHLSE INC
	162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	RS	3094	578	627	2541	177968	PETER DAY WHLSE INC
	162201	162239	496480	WOLF PACK GIFT	RT #37 BOX 121B	BOMBAY	NY	RS	400	142	42	109	177968	PETER DAY WHLSE INC
	162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	RS	1630	660	688	1329	177968	PETER DAY WHLSE INC
	162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	RS	460	141	48	223	177968	PETER DAY WHLSE INC
	162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	RS	908	263	195	582	177968	PETER DAY WHLSE INC
	162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	RS	950	298	217	663	177968	PETER DAY WHLSE INC
	162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	RS	2104	574	515	1638	177968	PETER DAY WHLSE INC
	162201	162239	624567	TWIN LEAF GAS & TB	RT.37	HOGANSBURG	NY	RS	660	198	61	142	177968	PETER DAY WHLSE INC
	162201	162280	715536	SPEEDWAY CONVENIENCE	RT 37	HOGANSBURG	NY	RS	442	165	241	512	177968	PETER DAY WHLSE INC
	162201	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	CS	1549	445	454	1493	468800	NO COUNTRY CANDY&TO
	162202	162232	608027	DUNDEE'S NEWSTAND	39 WATER STREET	AUBURN	NY	CS	720	305	449	1036	533288	JONES MCINTOSH INC
	162202	162232	785016	D&M GROCERY	14 SWIFT ST	WATERLOO	NY	CS	1265	433	421	1265	533288	JONES MCINTOSH INC
	162204	162226	038889	CHOCONUT MARKET	RR 1 BOX 7692	FRIENDSVILLE	PA	BI	722	165	99	463	24660	ASSOCIATED WHOL INC
	162204	162226	581942	SUSQUEHANNA BEVERAGE	SOUTH MAIN STREET	HALLSTEAD	PA	CS	405	168	63	213	94931	MID VALLEY CANDY
	162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEV&TOBACCO CNTR	ENDICOTT	NY	CS	1850	850	412	1462	194040	FINKLE DIST INC
	162204	162233	727918	DELAWARE RIVER FLY	HE 1	STARLIGHT	PA	BI	164	43	59	221	447000	MUTUAL WHOLSALE SER
	162204	162223	281946	B&R DISTRIBUTOR	65 BRIDGE ST	TUNKHANNOCK	PA	CS	423	144	87	451	761406	KLEIN CANDY COMPANY
	162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	BI	5714	1822	1284	5271	761406	KLEIN CANDY COMPANY
	162204	162226	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	BI	1011	291	149	848	761406	KLEIN CANDY COMPANY

TO: S. SHEFT (cc: R.SMITH)

REVIEW / UPDATE THIS LIST. DO NOT REMOVE ANY ACCOUNTS, IDENTIFY ACCTS TO BE ADDED OR REMOVED IN 1ST COLUMN.
IDENTIFY ANY VAP WHOLESALER CHANGES IN 1ST COLUMN.

1622 CTS INDEPENDENT ACCOUNTS IDENTIFIED TO RECEIVE CTS PROMOTIONS

CHANGES
(A) ADD/
(D) DELETE/
(C) CHANGE
VAP WHLS

(D) DELETE/ (C) CHANGE VAP WHLS	S/REP	R/REP	RJR#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEG	SIS IND	SIS VOL	RJR VOL	AM VOL	AM IND	VAP VOL	VAP WHLSR	VAP WHLSR NAME
	162204	162226	703602	OUT RIGHT SALES	RR 1 BOX 1025B	LITTLE MEADOWS	PA	BI	400	100	121	557	761406		KLEIN CANDY COMPANY	
	162204	162228	764192	AL'S MIDSTATE MARKET	RR 3 BOX 61	GILLETT	PA	BI	637	220	177	604	761406		KLEIN CANDY COMPANY	
	162204	162226	819485	ROBS COUNTRY MKT,INC	RT. 11 MT. VIEW PLAZA	GREAT BEND	PA	BI	545	121	100	493	761406		KLEIN CANDY COMPANY	
	162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOTH	NEDROW	NY	RS	18716	6911	4889	14039	26040		M ATTEA & SONS INC	
	162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	CS	650	225	163	587	533288		JONES MCINTOSH INC	
	162206	162235	806798	MARY'S PLACE	55 CENTRAL PLZ	ILION	NY	CS	550	250	186	508	570300		SCHEIDELMAN, INC	
	162208	162220	746242	BACK MOUNTAIN TBCO	ROUTE 309 415 PLAZA	DALLAS	PA	CS	1111	483	384	1505	94931		MID VALLEY CANDY	
	162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	CS	830	225	97	315	332400		KEYCO DIST. INC.	
	162208	162220	502069	ELLIS BEER DISTRIBUT	499 501 HAZLE STREET	WILKES BARRE	PA	CS	272	95	88	277	332400		KEYCO DIST. INC.	
	162208	162220	643077	DUNDEE BEVERAGE	2297 SANS SOUCI PKY	WILKES BARRE	PA	CS	461	183	150	359	332400		KEYCO DIST. INC.	
	162208	162220	710268	WYCHOCKS BEVERAGE	730 W B TWP BLVD	WILKES BARRE	PA	CS	328	106	113	335	332400		KEYCO DIST. INC.	
	162208	162224	776727	RUMINSKIS GROC	825 S PROSPECT ST	NANTICOKE	PA	CS	450	78	0	0	332880		KEY STORES	
	162208	162220	777228	BEER SUPER	223 SPRING ST	WILKES BARRE	PA	CS	432	156	0	0	332880		KEY STORES	
	162208	162224	060780	WYOMING VALLEY BEV 2	RT. 11	EDWARDSVILLE	PA	CS	756	320	210	606	761406		KLEIN CANDY COMPANY	
	162208	162221	091832	WEST END BEVERAGE	RT 209	GILBERT	PA	CS	639	227	202	606	761406		KLEIN CANDY COMPANY	
	162208	162224	185047	MATUS NEWS	39 E MAIN ST	PLYMOUTH	PA	CS	798	150	140	718	761406		KLEIN CANDY COMPANY	
	162208	162224	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	CS	995	193	139	771	761406		KLEIN CANDY COMPANY	
	162208	162222	456310	CHERRYS DISCOUNT	115 S MAIN ST	OLD FORGE	PA	CS	790	225	193	842	761406		KLEIN CANDY COMPANY	
	162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	CS	2870	842	319	1816	761406		KLEIN CANDY COMPANY	
	162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	CS	1000	241	211	947	761406		KLEIN CANDY COMPANY	
	162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	CS	745	256	160	531	761406		KLEIN CANDY COMPANY	
	162208	0	705051	PITTSTON CANDY	197 BROAD ST	PITTSTON	PA	CS	1078	169	171	1185	761406		KLEIN CANDY COMPANY	
	162208	162224	775325	DRIVE IN FOOD STORE	401 MILL ST	DANVILLE	PA	CS	591	209	153	453	761406		KLEIN CANDY COMPANY	
	162208	162221	776556	SIMCOE'S BEER DIST.	4630 LEHIGH DR	WALNUTPORT	PA	CS	738	262	239	743	761406		KLEIN CANDY COMPANY	
	162208	162222	776555	BIRNEY BEVERAGE	4957 BIRNEY AVENUE	MOOSIC	PA	CS	441	100	86	413	761406		KLEIN CANDY COMPANY	

TO: S. SHEFT (cc: R.SMITH)

REVIEW / UPDATE THIS LIST. DO NOT REMOVE ANY ACCOUNTS. IDENTIFY ACCTS TO BE ADDED OR REMOVED IN 1ST COLUMN.
IDENTIFY ANY VAP WHOLESALER CHANGES IN 1ST COLUMN.

1622 CTS INDEPENDENT ACCOUNTS IDENTIFIED TO RECEIVE CTS PROMOTIONS

CHANGES
(A) ADD/
(D) DELETE/
(C) CHANGE
VAP WHLS

	S/REP	R/REP	RJR#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEG	SIS IND	SIS RJR VOL	AIM RJR VOL	AIM IND	VAP WHLSR	VAP WHLSR NAME
	162208	162222	776953	WYOMING VALLEY BEV	655 EXETER AVE	WEST PITTSTON	PA	CS	572	138	122	568	761406	KLEIN CANDY COMPANY
	162208	162229	777313	HARMONY BEVERAGE	ROUTE 940	BLAKESLEE	PA	CS	393	120	99	525	761406	KLEIN CANDY COMPANY
	162208	162220	784206	J.MANTIONE PLZ SMOKE	#10 UNITED PENN PLAZA	KINGSTON	PA	CS	100	18	0	0	761406	KLEIN CANDY COMPANY
	162209	162222	412784	MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA	CS	685	204	0	0	94931	MID VALLEY CANDY
	162209	162227	636743	BEAR BEVERAGE	RD1 BOX 86V RT 739	DINGMANS FERRY	PA	BI	300	65	122	399	761406	KLEIN CANDY COMPANY
	162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	CS	1767	445	288	1215	761406	KLEIN CANDY COMPANY
	162209	162221	748858	THE TOBACCO STOP	8 VILLAGE CTR	E STROUDSBURG	PA	CS	325	80	147	743	761406	KLEIN CANDY COMPANY
	162209	162222	759281	SCRANTON TOBACCO	219 W OLIVE ST	SCRANTON	PA	CS	620	85	119	874	761406	KLEIN CANDY COMPANY
	162209	162229	771117	F&T TOBACCO CO.	40 POCONO BLVD	MOUNT POCONO	PA	CS	180	40	77	397	761406	KLEIN CANDY COMPANY
	162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	CS	1000	335	10	29	181760	EMPIRE CANDY & TOB.
	162210	162227	641285	MIDDLETOWN BEER & SO	263 ROUTE 211 E	MIDDLETOWN	NY	CS	452	100	2	8	181760	EMPIRE CANDY & TOB.
	162210	162227	654793	THE BEER STORE	77 PLEASANT STREET	MONTICELLO	NY	CS	425	110	76	317	181760	EMPIRE CANDY & TOB.
	162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	CS	1043	220	191	1038	442680	MOUNTAIN CANDY & CIG
	162210	162233	751197	BEZ ENTERPRISES	DBA COOKS	SIDNEY	NY	CS	500	150	6	37	442680	MOUNTAIN CANDY & CIG
	162210	162227	660303	POCONO CONVENIENCE	ROUTE 6 AND 209	MATAMORAS	PA	BI	2500	755	1167	3495	761406	KLEIN CANDY COMPANY